

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Maryland Chemical Company

University of Maryland Manufacturing Assistance Program

Maryland Chemical Company Improves Operations with Assistance from UMMAP

Client Profile:

Maryland Chemical Company Inc., founded in 1953, provides environmental, specialty and commodity chemical products and hazardous materials warehousing and logistics services to customers in the markets of food and beverage processing, water and wastewater treatment, bioscience and general industry. The woman-owned business employs 20 people at its facility in Baltimore, Maryland.

Situation:

The City of Baltimore wanted to acquire Maryland Chemical's existing site for a redevelopment effort. The company had to move their chemical distribution and manufacturing center operations to a new facility. They looked at this forced change as an opportunity to create a process-driven, 21st Century company with improved operational efficiency and enhanced ability to provide exceptional value for their customers. The University of Maryland Manufacturing Assistance Program (UMMAP), a NIST MEP network affiliate, formerly known as The Maryland Technology Extension Service, was contacted to assist the company with the relocation and process improvement effort.

Solution:

The company's main objectives during the relocation were to leave behind their inefficiencies and to streamline their warehousing and manufacturing operations. They had already selected a site for their new facility and UMMAP worked closely with the company, in an iterative process, to develop and analyze alternative layouts to improve operations in the new location. A comprehensive process based upon proven Lean manufacturing principles for eliminating waste, accelerating throughput and increasing productivity was used to develop the final layout for the new facility. The solution that UMMAP developed in conjunction with Maryland Chemical Company Inc. served as the baseline for the architectural design of the building and site. The services delivered by UMMAP provided the company with the key information needed to cost effectively work with the architect, building contractors and others to successfully complete the project.

Results:

- * Avoided unnecessary investments of \$500,000.
- * Estimated cost savings of \$250,000.

Testimonial:

"It was through an introduction by Baltimore Development Corporation that Maryland Chemical was referred to the wonderful resource and people of UMMAP for our new plant layout project. Our challenge in moving was to create a state of the art facility for chemical distribution that would address our unique requirements for efficiency, safe handling and environmental protection. Our project with UMMAP brought professionals with a multi-disciplinary perspective and in-depth best practices

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knowledge who taught us how to apply Lean principles to distribution, production and office processes. UMMAP has helped Maryland Chemical transform our operations which provides us with the springboard for growth and future success."

Jeanette Partlow, President